

Christian Friday Nnanyelugo

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Career Objectives:

To prudently combine human and material resources at any given time, and also develop a right attitude, combined with right skills in a bid to proffer proactive solutions to problems, taking into consideration etiquette practices in the work place

Education

- 2013 Enugu State University Of Science And Technology , Enugu State, Nigeria
Master of Business Administration (MBA.) in Business Administration
- 2005 Nnamdi Azikwe University Awka, Anambra State, Nigeria
Bachelor of Science (B. Sc) in Business Administration (Second Class Upper)
- 1999 Army Day Secondary School Bori Camp, Port Harcourt, Rivers State, Nigeria
West African Senior Secondary Certificate.
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Employment Record:

Date		Position	Organization
January 2022 to Date		Business Manager , Nigerian Agip Oil Company Business Office	United Bank for Africa (UBA) Plc, Nigerian Agip Oil Company Premises Port Harcourt
April, 2015 to 2021		Profit Center Manager (Mass Affluent)	United Bank for Africa (UBA) Plc, Nigerian Agip Oil Company Premises Port Harcourt
March 2011 to April 2015.		Profit Center Manager (Mass Affluent)	United Bank for Africa (UBA) Plc, Nigerian Agip Oil Company Premises Port Harcourt
April 2008 to March 2011		Relationship Manager	United Bank for Africa (UBA) Plc, Nigerian Agip Oil Company Premises Port Harcourt

**January 2022 to Date
Business Manager ,**

United Bank for Africa PLC, Nigerian Agip Oil Company Ltd , Port Harcourt

DUTIES & RESPONSIBILITIES

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| ▪ Owns responsibility for the Business Office – Market Facing & Customer Service functions |
| ▪ Ensures that the Bank's/ Regulatory Authorities' policies and guidelines are complied with at all times |
| ▪ Brand and Ambience Management. |
| ▪ Ensure that the overall budget of the Business Office is met and surpassed |
| ▪ Entrenches growth by market dominance and market share multiplication |
| ▪ Superlative Customer Service Delivery |
| ▪ Anti-money laundry control and ensuring strict compliance with regulatory provisions |
| • Quality Risk asset approval and juice extraction |
| • Strategic Business Sniffer and Closer |
| • Staff Recruitment, Training, Mentoring and Motivation |
| • Bank's resources and assets custodian |
| • Social responsibility |
| • Cost Management |
| • Network with all key personnel in all relevant categories of your locality |

Work Experience:

April 2015 to December 2021

Profit Center Manager (Mass Affluent),

United Bank for Africa PLC, Nigerian Agip Oil Company Ltd , Port Harcourt

- Prepare documentation on the creation of risk assets to increase business office profitability.
- Aggressively market the bank's products to ensure favorable market response and optimum build-up of revenue.
- Solicit and acquire customer relationships to improve deposit liability growth and mix.
- Ensure the reactivation of dormant accounts and relationships to improve deposit liability growth and profitability.
- Making calls and visiting business customers as well as attending meetings
- Implementing the delivery of marketing strategies and targets
- Processing data to produce accurate facts, figures, and reports;
- Facilitating, establishing and maintaining effective relationships with new and existing customers;
- Reactivating dormant customer relationships
- Monitored and analyzed the macro environment to identify potential business opportunities for the bank and value creation for customers.
- Implemented strategies for client solicitation and marketing customers in the targeted industry segments.
- Monitored loan accounts on a regular basis.
- Identified buyers' values and proactively provided products services to meet identified needs
- Supervised appraisal of customer facility applications
- Managed credit portfolios of assigned marketing team.

- Monitored and evaluated performance of relationship managers.
- Ensured adherence to operational controls including legal, corporate and regulatory policies.
- Inspired and created a conducive environment through activity-based team performance development.

April 2008- 2015

Relationship Manager (Mass Affluent),

United Bank for Africa PLC, Nigerian Agip Oil Company Ltd , Port Harcourt

- Prepare documentation on the creation of risk assets to increase business office profitability.
- Aggressively market the bank's products to ensure favorable market response and optimum build-up of revenue.
- Solicit and acquire customer relationships to improve deposit liability growth and mix.
- Ensure the reactivation of dormant accounts and relationships to improve deposit liability growth and profitability.
- Making calls and visiting business customers as well as attending meetings
- Implementing the delivery of marketing strategies and targets
- Processing data to produce accurate facts, figures, and reports;
- Facilitating, establishing and maintaining effective relationships with new and existing customers;
- Reactivating dormant customer relationships

Professional Qualification

Year	Membership Body	<input checked="" type="checkbox"/> Student <input type="checkbox"/> Affiliate <input type="checkbox"/> Member <input type="checkbox"/> Fellow
2016	The Chartered Institutes Stock Brokers and Fund Management (CIS)	

Management Training

Year	Programme name	Institution	Location
2024	Accelerated Credit Development workshop	H Pierson Associates Ltd	Lagos Nigeria

2020	Effective selling and Relationship management	Selling Skills Support Services Limited	Lagos Nigeria
2020	GROWING TRADE BUSINESS	UBA ACADEMY	Lagos Nigeria
2017	UBA CUSTOMER PROJECT EXPLORE SESSION - Sales PH	GEMS SKILLS	Lagos Nigeria
2015	Result-Oriented Employee Training	Zolts Ltd	Lagos Nigeria
2007			

Languages

Language name	<input type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair
English	✓		
Igbo	✓		
Housa			✓

Skills

Skills	<input type="checkbox"/> Excellent	<input type="checkbox"/> Good	<input type="checkbox"/> Fair
Communication skills Interpersonal skills	✓		
Customer relationship skill	✓		
Leadership/supervisory skills	✓		
Computer Skills (Excel, MS Word, Power point, Power , Credit Process Flow, Finacle, CRM etc	✓		

Interest and activities

Reading
Table Tennis

References

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Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.